

CENTURY-OLD COMPANY REACHES ANOTHER MILESTONE

ABOUT SIGMUND COHN. Sigmund Cohn Corporation specializes in the manufacturing of precious and base metal products, serving worldwide industries at the forefront of new technologies. These businesses rely on Sigmund Cohn's fabricated, high-quality precious metal wire and custom metal machine products to produce automotive, semiconductor, medial, and aerospace products and devices. Over one hundred years old, the company is based in Mt. Vernon, New York, and has approximately 50 employees.

THE CHALLENGE. Sigmund Cohn Corp is dedicated to continuous improvement practices to retain high levels of customer service and gold status for several of its customers. Recognizing the importance of maintaining conformance to the ISO standard, Sigmund Cohn engaged the Hudson Valley Technology Development Center (HVTDC), a NIST MEP affiliate, for assistance in improving the company's quality and operational systems.

MEP CENTER'S ROLE. HVTDC's Principle Lean and Quality Engineer, David Tooker, provided training and direct coaching throughout the process, helping Sigmund Cohn to conduct operational assessments and establish corrective actions. The company rolled out several continuous improvement initiatives, including 5S workplace organization (Sort, Set-In-Order, Shine, Standardize and Sustain), standardized work, and anticipated process control.

Sigmund Cohn is now effectively handling product related issues at the source, minimizing escape risk while reducing product defects and improving key metrics impacting the business. HVTDC continues to guide the Sigmund team on the use and application of their quality management system (QMS), providing direct hands-on support with quality and operational services. For the past two years, Sigmund has refined and improved their QMS, retaining sales and making considerable progress on their internal and customer performance requirements.

"The expertise that David Tooker and HVTDC provided has been invaluable to SCC on many levels, more than just ISO. In addition to assisting in ERP selection and implementation, he's delivered insight into managing compliance to flow down requirements from top tier customers—a growing challenge for small manufacturers."

-Tom Overacker, Director of Logistics and Planning

RESULTS



Retained sales of approximately **\$500M**



Refined and improved QMS system



Improved productivity, minimized escape risk



Reduced product defects

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